



WHTM  
3235 Hoffman Street  
PO BOX 5860  
Harrisburg, PA 17110-5860

Abar Hutton Media  
6190 Grovedale Court Suite 200  
Alexandria, VA 22310

## Contract # 194447

### Schedule Dates

08/27/12-09/05/12

### Advertiser

AFL-CIO (12493)

### Agency

Abar Hutton Media (4694)

### Product

Issue - Issue (1076)

### Brand

issue (53187)

### Salesperson

Jones, Mike (1068)

### Sales Office

CONTINENTAL - Washington, DC

### Buyer Name

SCATTERGOOD,JEFF

### Phone/Fax

(703) 877-2000 /

### CPE

562

### Account Types

National/Non-Political Issue Agency

### Billing Type

Standard

### Comments

AFL/CIO

Date Entered 08/24/12

Last Modified 08/24/12

Entered By Nicole Heckard

CO-OP No

Headline # ECR08855782

Demo

Order Type Normal

Package Deal

Commission % 15.00

Commission \$2,670.00

Net Total \$15,130.00

Sales Tax

### WHTM Harrisburg (WHTM)

By Broadcast Month Spots Rate

Sep. 2012 42 \$17,800.00

Grand Total: 42 \$17,800.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT (1)	08/31/12-08/31/12	2	:30	11P- NEWS-ABC27 NEWS AT 11P	1					1			1	\$600.00	\$600.00	WHTM Harrisburg (WHTM)		8/24/12
2.0	Normal Line / SPOT (2)	09/03/12-09/05/12	2	:30	11P- NEWS-ABC27 NEWS AT 11P	2	X	X	X					2	\$600.00	\$1,200.00	WHTM Harrisburg (WHTM)		8/24/12
3.0	Normal Line / SPOT (3)	08/31/12-08/31/12	1	:30	4:58A- NEWS-ABC27 NEWS DAYBREAK AT 5A	1					1			1	\$150.00	\$150.00	WHTM Harrisburg (WHTM)		8/24/12
4.0	Normal Line / SPOT (4)	08/30/12-08/30/12	2	:30	5:28A- NEWS-ABC27 NEWS DAYBREAK AT 530A	1				1				1	\$200.00	\$200.00	WHTM Harrisburg (WHTM)		8/24/12
5.0	Normal Line / SPOT (5)	09/03/12-09/05/12	2	:30	5:28A- NEWS-ABC27 NEWS DAYBREAK AT 530A	2	X	X	X					2	\$200.00	\$400.00	WHTM Harrisburg (WHTM)		8/24/12
6.0	Normal Line / SPOT (6)	08/27/12-08/31/12	2	:30	5:58A- NEWS-ABC27 NEWS DAYBREAK AT 6A	2	X	X	X	X				2	\$400.00	\$800.00	WHTM Harrisburg (WHTM)		8/24/12
7.0	Normal Line / SPOT (7)	09/03/12-09/05/12	2	:30	5:58A- NEWS-ABC27 NEWS DAYBREAK AT 6A	2	X	X	X					2	\$400.00	\$800.00	WHTM Harrisburg (WHTM)		8/24/12
8.0	Normal Line / SPOT (8)	08/27/12-08/31/12	2	:30	7A- ABC-GOOD MORNING AMERICA	4	X	X	X	X				4	\$400.00	\$1,600.00	WHTM Harrisburg (WHTM)		8/24/12
9.0	Normal Line / SPOT (9)	09/03/12-09/05/12	2	:30	7A- ABC-GOOD MORNING AMERICA	1	X	X	X					1	\$400.00	\$400.00	WHTM Harrisburg (WHTM)		8/24/12

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:



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**Sales Office** CONTINENTAL - Washington, DC  
**Buyer Name** SCATTERGOOD,JEFF  
**Phone/Fax** (703) 877-2000 /  
**CPE** 562  
**Account Types** National/Non-Political Issue Agency  
**Billing Type** Standard  
**Comments** AFL/CIO

**Date Entered** 08/24/12  
**Last Modified** 08/24/12  
**Entered By** Nicole Heckard  
**CO-OP** No  
**Headline #** ECR08855782  
**Demo**  
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**Package Deal**  
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**WHTM Harrisburg (WHTM)**  
**By Broadcast Month**  
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10.0	Normal Line / SPOT (10)	08/27/12-08/31/12	2	:30	12P- NEWS-ABC27 NEWS AT 12P	4	X	X	X	X	X			4	\$200.00	\$800.00	WHTM Harrisburg (WHTM)		8/24/12
11.0	Normal Line / SPOT (11)	09/03/12-09/05/12	2	:30	12P- NEWS-ABC27 NEWS AT 12P	1	X	X	X					1	\$200.00	\$200.00	WHTM Harrisburg (WHTM)		8/24/12
12.0	Normal Line / SPOT (12)	08/27/12-08/31/12	2	:30	4:58-31P- 5:30P (EST)	3	X	X	X	X	X			3	\$500.00	\$1,500.00	WHTM Harrisburg (WHTM)		8/24/12
13.0	Normal Line / SPOT (13)	09/03/12-09/05/12	2	:30	4:58-31P- 5:30P (EST)	2	X	X	X					2	\$500.00	\$1,000.00	WHTM Harrisburg (WHTM)		8/24/12
14.0	Normal Line / SPOT (14)	08/27/12-08/31/12	2	:30	5:30P- 5:57:56P (EST)	3	X	X	X	X	X			3	\$500.00	\$1,500.00	WHTM Harrisburg (WHTM)		8/24/12
15.0	Normal Line / SPOT (15)	09/03/12-09/05/12	2	:30	5:30P- 5:57:56P (EST)	2	X	X	X					2	\$500.00	\$1,000.00	WHTM Harrisburg (WHTM)		8/24/12
16.0	Normal Line / SPOT (16)	08/27/12-08/31/12	1	:30	5:57P- NEWS-ABC27 NEWS AT 6P	3	X	X	X	X	X			3	\$800.00	\$2,400.00	WHTM Harrisburg (WHTM)		8/24/12
17.0	Normal Line / SPOT (17)	09/03/12-09/05/12	1	:30	5:57P- NEWS-ABC27 NEWS AT 6P	2	X	X	X					2	\$800.00	\$1,600.00	WHTM Harrisburg (WHTM)		8/24/12
18.0	Normal Line / SPOT (18)	08/27/12-08/31/12	2	:30	7P- NEWS-ABC27 NEWS AT 7P	3	X	X	X	X	X			3	\$350.00	\$1,050.00	WHTM Harrisburg (WHTM)		8/24/12
19.0	Normal Line / SPOT (19)	09/01/12-09/01/12	2	:30	9A- NEWS-ABC27 NEWS SATURDAY MORNING 9A							1		1	\$150.00	\$150.00	WHTM Harrisburg (WHTM)		8/24/12
20.0	Normal Line / SPOT (20)	09/01/12-09/01/12	2	:30	7P- NEWS-ABC27 NEWS SATURDAY AT 7P							1		1	\$300.00	\$300.00	WHTM Harrisburg (WHTM)		8/24/12

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21.0	Normal Line / SPOT (21)	09/02/12-09/02/12	2	:30	10A- ABC-THIS WEEK								1	1	\$150.00	\$150.00	WHTM Harrisburg (WHTM)		8/24/12

## CONFIRMATION CONTRACT

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Date:

Accepted-Station:

Date:

Comments:

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the office(s) being sought and the date(s) of the election(s) (if applicable):

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 3)

I represent that the payment for the above described broadcast time has been furnished by:

PA AFL-CIO

and you are authorized to announce the time as paid for by such person or entity. The entity furnishing the payment, if other than an individual person, is:


☐ a corporation; ☐ a committee; ☒ an association; ☐ or other unincorporated group.

The names, offices, and addresses of the chief executive officers, directors, and/or authorized agents of the entity are named below (may be attached separately):

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

I agree to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). For the above-stated broadcast(s), I also agree to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.

**TO BE SIGNED BY ISSUE ADVERTISER**

8/23/12  703-299-0395  
 Date Signature Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☒ Accepted ☐ Accepted in Part ☐ Rejected  
 Paul Roda NSM  
 Signature Printed Name Title

## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b>	<b>Date:</b> <u>8/23/2012</u>
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I, Jeff Scattergood  
do hereby request station time concerning the following issue:

PA AFL-CIO 319 Market St. Harrisburg, PA 17101 Phone: 717-238-9351	President Richard W. Bloomingdale
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
:30	As Scheduled <u>8/27-9/5</u>				

<b>Total Charges:</b>
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This broadcast time will be used by: PA AFL-CIO

<b>Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"</b>	
<input type="checkbox"/> <b>Yes</b>	<input type="checkbox"/> <b>No</b>

**ABAR HUTTON MEDIA LLC**6190 GROVEDALE COURT STE 200  
ALEXANDRIA, VIRGINIA 22310

65-270-550

ACH RT 081000104

10452

8/23/2012

PAY TO THE  
ORDER OF WHTM-TV

\$ \*\*15,130.00

Fifteen Thousand One Hundred Thirty Only\*\*\*\*\*

DOLLARS

MEMO

PA AFL-CIO 8/27-9/5

AUTHORIZED SIGNATURE

**ABAR HUTTON MEDIA LLC**WHTM-TV  
PA AFL CIO 2012

8/23/2012

15,130.00

10452

MEDIA ACCT 2009 PA AFL-CIO 8/27-9/5

15,130.00

**ABAR HUTTON MEDIA LLC**WHTM-TV  
PA AFL CIO 2012

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MEDIA ACCT 2009 PA AFL-CIO 8/27-9/5

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